

Message Text

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43

ACTION PM-07

INFO OCT-01 NEA-10 ISO-00 SSO-00 NSCE-00 INRE-00 NSC-07

SPC-03 SS-20 RSC-01 CIAE-00 INR-10 NSAE-00 L-03 MC-02

OMB-01 TRSE-00 EB-11 DRC-01 /077 W

----- 008974

O R 061430Z MAR 74

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC IMMEDIATE 6328

INFO SECDEF WASHDC IMMEDIATE

DA WASHDC//DALO-ILS//

COE WASHDC//DAEN//

COE MEDDIV LEGHORN ITALY //MDDVM//

COE DISTENGR RIYADH

USMTM DHAHRAN

C O N F I D E N T I A L JIDDA 1108

E.O. 11652: GDS

TAGS: MASS, SA

C O R R E C T E D C O P Y (TEXT)

SUBJ: PROCUREMENT OF FIVE TON TRUCKS; AUTHORIZATION
FOR RSAF SURVEY

REF: (A) DA WASHDC MSG DTG 042125Z
(B) STATE 34745
(C) JIDDA 444
(D) JIDDA 261

1. AMBASSADOR WILL BE SEEING SULTAN ON SATURDAY, MARCH
9, AND WILL DELIVER TO HIM AT THAT TIME A LETTER INFOR-
MING SULTAN THAT DESPITE EXHAUSTIVE EFFORTS BY MG MCKEEN,
INCLUDING CONTACTS WITH PRESIDENT OF FIRM MANUFACTURING
VEHICLES, THE USG WAS UNABLE TO OBTAIN ANY MEANINGFUL
REDUCTION IN COST ESTIMATES FOR M-800 SERIES VEHICLES.
WHILE EMBASSY APPRECIATES EFFORTS EXERTED, IT IS OUR
VIEW THAT REDUCTION OF ONE PER CENT AND ONE-HALF PER
CENT ON TWO VEHICLES IN QUESTION ARE SO SMALL THAT

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SULTAN WOULD VIEW THIS AS AN AFFRONT TO HIS EFFORTS TO ENGAGE IN SERIOUS DISCUSSION OF PRICE PROBLEM, ESPECIALLY IN VIEW OF HIS OFFER (REF C) TO DOUBLE THE SIZE OF HIS ORIGINALLY INTENDED PURCHASE IF WE COULD OFFER HIM SIZEABLE PRICE REDUCTION. THUS, IT IS BEST TO ADMIT THAT WE HAVE FAILED. ORALLY, AMBASSADOR WILL NOTE THAT NEW LETTERS OF OFFER ARE EN ROUTE OFFERING VEHICLES AT VERY MINOR REDUCTION FROM PROVIOUS QUOTATION.

2. AMBASSADOR WILL MAKE BEST OF ABOVE BY CONVEYING REPLY IN CONTEXT OF VERY POSITIVE REMARKS MADE LAST SATURDAY BY SECRETARY KISSINGER TO SECOND DEPUTY PRIME MINISTER AND MINISTER OF INTERIOR PRINCE FAHAD ABOUT FUTURE OF USG-SAG MILITARY RELATIONSHIP. IF WE CAN OFFER SULTAN TANGIBLE EVIDENCE OF OUR RENEWED DESIRE TO DEVELOP THIS CLOSE RELATIONSHIP DURING COMING YEARS, WE MAY STAND A CHANCE OF OVERCOMING SULTAN'S DISSATISFACTION WITH OUR VEHICLE SALES OFFERS. REF B INDICATED THAT DEPARTMENT AND DOD WOULD BE RESPONDING SHORTLY TO REQUEST FOR RSAF SURVEY. SINCE THIS IS MAJOR OUTSTANDING REQUEST FROM SULTAN AT PRESENT TIME, IT WOULD GREATLY PLEASE HIM IF AMBASSADOR WERE TO INFORM HIM ON SATURDAY THAT WE HAD RECEIVED AUTHORIZATION TO PROCEED. REQUEST AUTHORIZATION TO DELIVER LETTER ORIGINALLY PROPOSED REF D. SINCE AMBASSADOR LEAVES EARLY SATURDAY MORNING, REQUEST REPLY BY NIACT IMMEDIATE.

AKINS

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NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRUCKS, AIR DEFENSE, MILITARY ASSISTANCE, MILITARY SALES, COST ESTIMATES, PRICES, SURVEYS
Control Number: n/a
Copy: SINGLE
Draft Date: 06 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: n/a
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1974/newtext/t19740364/aaaachws.tel
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Office: ACTION PM
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Review Markings:

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30 JUN 2005

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